



# TRANZACT

FINANCIAL SERVICES LIMITED

## 2011 Annual General Meeting

Level 5, 241 Castlereagh Street  
Sydney, New South Wales

**10.00am Thursday, 17 November 2011**

# Agenda

1. Chairman's Address
2. Managing Director's Address
3. Formal Business



# **CHAIRMAN'S ADDRESS**

**Mr Anthony Ractliffe**

*Summary of FY2011*

# Summary of FY2011

- Achievement of EBTDA of \$2.7 million was consistent with the earnings guidance provided by the Board
- Despite ongoing difficult global market conditions, the performance of the Group continues to be positive and robust
- Total fully franked dividends of 0.70 cps for FY2011
- Extension of the on-market share buy back for another 12 months
- The progress of the rationalisation of the Smartsave Fund has been somewhat disappointing but remains a key priority
- The Board remains confident of the Group's future prospects and Tranzact is well positioned to take advantage of opportunities that may arise



# MANAGING DIRECTOR'S ADDRESS

Mr Allan Yeo

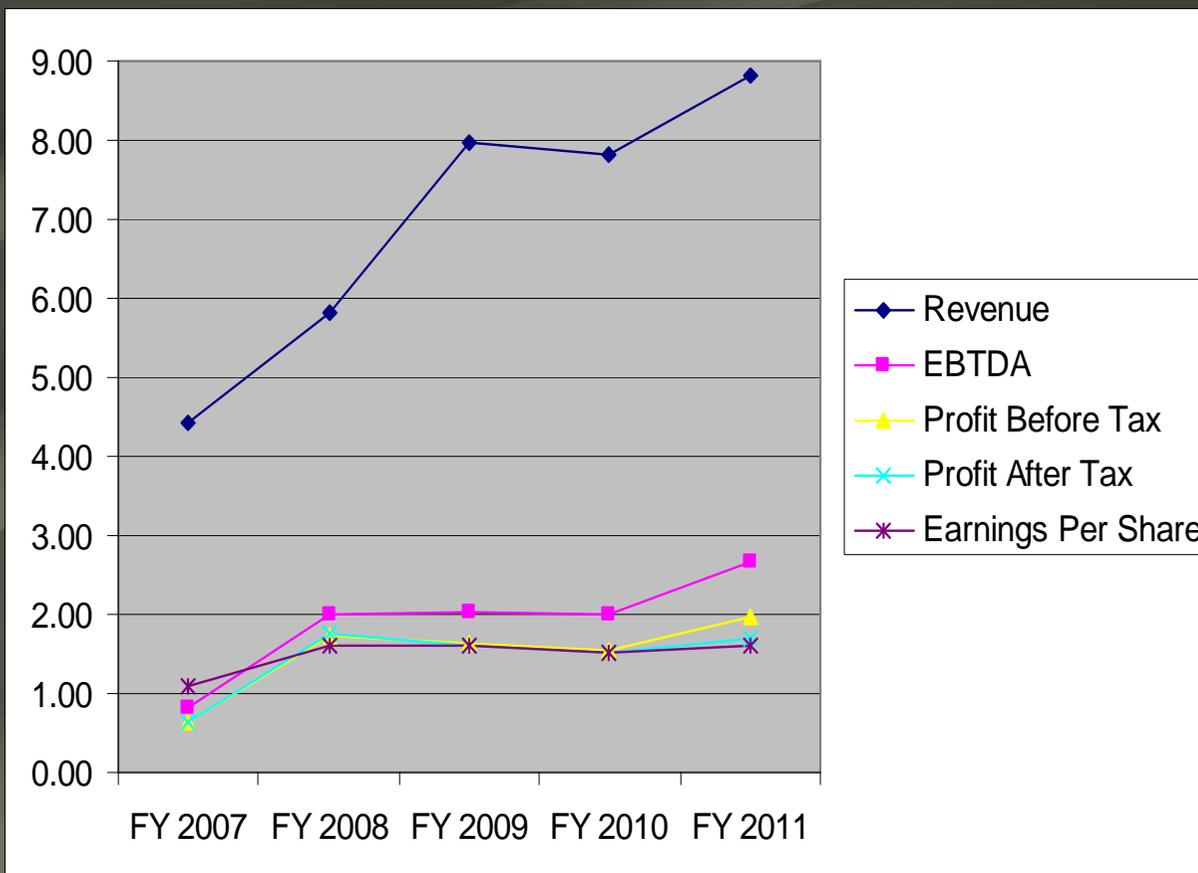
*Company Update*

# Financial Performance

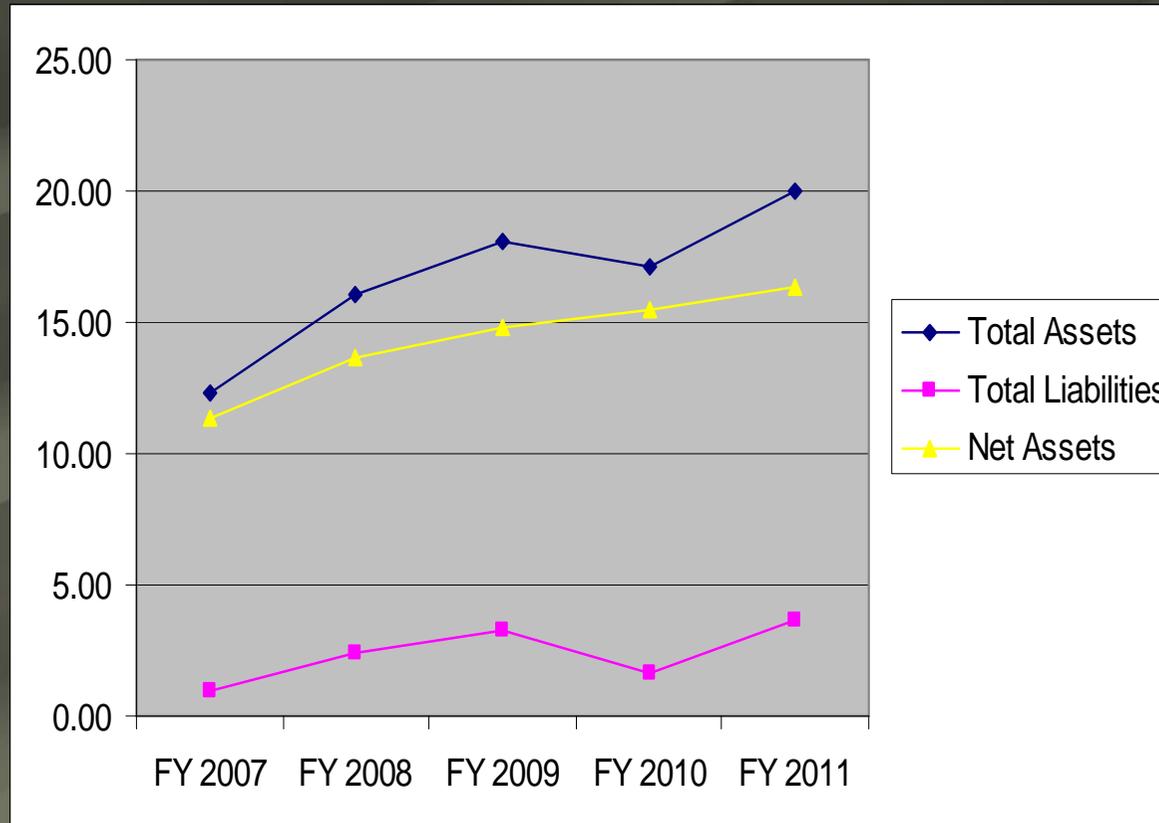
	FY 2011 \$ million	FY 2010 \$ million	Increase %
Revenue	8.83	7.83	12.8%
EBTDA	2.67	2.01	32.8%
Profit Before Tax	1.97	1.54	27.9%
Profit After Tax	1.71	1.51	13.2%
Earnings per share (¢)	1.61	1.51	6.6%
Dividends per share (¢)	0.70	0.60	16.7%

- The Board is pleased with Tranzact's financial performance in FY2011 despite continuing economic, legislative and regulatory changes
- EBTDA increased by 32.8% and NPAT attributable to members increased by 13.2%
- Strong growth in EBTDA due to the successful implementation of Smartsave insurance arrangements
- Increase in dividends reflects the Board's confidence in the sustainability of profits despite the background of volatile markets

# Income Statement Measures



# Balance Sheet Measures



## Partnership for Growth

- Launch of PFG in Australia through the acquisition of Brisbane based financial planning business, Templetons, in Oct 2010
- Regulation of financial advisers commenced in NZ from 1 Jul 2011, which was met positively by Camelot advisers

## Superannuation Master Trust

- Successful implementation of the Smartsave insurance restructure is starting to produce benefits to all stakeholders
- Membership and size of the Fund remain stable and the Board is confident that the Fund will be viable and attractive once the rationalisation is complete

## Self-Managed Superannuation Fund (SMSF)

- Challenging market conditions have resulted in falling SMSF numbers
- Nevertheless this segment presents strong future growth opportunities when market conditions improve

## GIS Concepts

- Significant improvement in performance due to the benefits of the Smartsave insurance restructure
- Tranzact increased its interest in GIS from 25% to 65% in Oct 2011

# FY2012 Outlook

- Key priority is the completion of the rationalisation of the Smartsave Fund (fee and investment arrangements)
- Active promotion of the Smartsave Fund post rationalisation
- Proposed MySuper changes
- Future of Financial Advice (FOFA)
- Partnership for Growth acquisition opportunities with further regulation of the financial advisory industry in Australia and New Zealand



# FORMAL BUSINESS

*Proxies Received*

## Financial Report

# Ordinary Business

### Item 1:

To receive and consider the Financial Report of the Company and its controlled entities, together with the related Directors' Report, Directors' Declaration and the Independent Auditor's Report, for the year ended 30 June 2011.

## Remuneration Report

### Item 2:

To consider and, if thought fit, to pass the following as an ordinary resolution:

“That the Remuneration Report for the year ended 30 June 2011 be adopted.”

<b>For</b>	<b>13,937,555</b>
<b>Open</b>	<b>512,500</b>
<b>Against</b>	<b>-</b>
<b>Abstain</b>	<b>59,403,830</b>
<b>Total</b>	<b>73,853,885</b>

Note: The vote on this resolution is advisory only and does not bind the Directors or the Company.

## Re-Election of Directors

### Item 3(a):

To consider and, if thought fit, to pass the following as an ordinary resolution:

“That Mr Phillip Harry, who is aged over 72 years, be re-elected as a Director of the Company.”

<b>For</b>	<b>73,341,385</b>
<b>Open</b>	<b>512,500</b>
<b>Against</b>	<b>-</b>
<b>Abstain</b>	<b>-</b>
<b>Total</b>	<b>73,853,885</b>

## Re-Election of Directors

### Item 3(b):

To consider and, if thought fit, to pass the following as an ordinary resolution:

“That Mr Richard Rodgers be re-elected as a Director of the Company.”

<b>For</b>	<b>73,341,385</b>
<b>Open</b>	<b>512,500</b>
<b>Against</b>	<b>-</b>
<b>Abstain</b>	<b>-</b>
<b>Total</b>	<b>73,853,385</b>

## *Other Business*

Meeting is open for attendees to raise any relevant matters for discussion.



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